

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 CIAE-00 INR-10 LAB-04 NSAE-00  
PA-02 SIL-01 ICA-20 /058 W  
-----040676 191334Z /43  
P 191319Z MAY 78  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 1916  
AMCONSUL LENINGRAD

UNCLAS SECTION 01 OF 02 MOSCOW 11152

USDOC FOR BEWT/TDAD (BOWIE)

E.O. 11652: N/A  
TAGS: BEXP, BTRA, OTRA, UR  
SUBJECT: SEMINAR ON MARKETING IN U.S.

REF: MOSCOW 10808

SUMMARY: COMOFFS MET WITH MEL'NIKOV AT MINISTRY OF FOREIGN TRADE (MFT) ON MAY 18 TO RECEIVE PRELIMINARY SCHEDULE OF SEMINAR SESSIONS, LINE UP OF SPEAKERS, LECTURES, ETC. MEL'NIKOV ALSO INQUIRED WHETHER A/DAS STROH DESIRES SEPARATE POST-SEMINAR MEETING WITH RANKING MFT OFFICIALS, POSSIBLY INCLUDING DEPMIN MANZHULO, AND WHETHER SUCH MEETING (OR MEETINGS) WOULD INCLUDE ENTIRE U.S. SEMINAR DELEGATION OR SMALLER NUMBER OF USG OFFICIALS ONLY.

1. MEL'NIKOV EXPLAINED THAT IN DRAWING UP FOLLOWING SCHEDULE OF SPEAKERS AND TIMING OF LECTURES HE STROVE TO MEET AS CLOSELY AS POSSIBLE DESIRES OF ALL U.S. SEMINAR PARTICIPANTS INCLUDED IN E/COUNS LETTER TO ZINOV'YEV DATED APRIL 20 (BASED ON INFO CONTAINED USDOC UNCLASSIFIED

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6463). HE NOTED, NONETHELESS, THAT SCHEDULE IS PRELIMINARY AND SUBJECT TO SOME RPT SOME REALLOCATION OF TIME. MEL'NIKOV ASKED FOR AND RECEIVED COMATT'S ACCEPTANCE OF PROGRAM IN PRINCIPLE, SINCE HE WILL BE SENDING A LETTER TO ALL SOVIET PARTICIPATING ORGANIZATIONS ON FRIDAY, MAY 19, OUTLINING SEMINAR PROGRAM FOR BENEFIT OF THOSE WHO MAY WISH ONLY TO ATTEND CERTAIN SES-

SIONS AND NOT OTHERS. DETAILED BREAKDOWN OF PROPOSED  
SCHEDULE FOLLOWS:

MONDAY, MAY 29 0900 - 0930 MEL'NIKOV, STROH

SESSION I 0930 - 1040 SLATER

- 1040 - 1100 Q AND A
- 1100 - 1115 BREAK
- 1115 - 1230 LANGE
- 1230 - 1430 LUNCH

SESSION II 1430 - 1600 LANGE

- 1600 - 1615 BREAK
- 1615 - 1700 LANGE
- 1700 - 1730 Q AND A

TUESDAY, MAY 30 0900 - 0945 CARLSON

SESSION III 0945 - 1030 CLARK

- 1045 - 1100 Q AND A
- 1100 - 1115 BREAK
- 1115 - 1210 KOHLER
- 1210 - 1230 Q AND A
- 1230 - 1430 LUNCH

SESSION IV 1430 - 1540 GIGUERE

- 1540 - 1600 Q AND A

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- 1600 - 1615 BREAK
- 1615 - 1715 MAYER
- 1715 - 1730 Q AND A

WEDNESDAY, MAY 31 0900 - 1045 WILLIAMS

SESSION V 1045 - 1100 Q AND A

- 1100 - 1115 BREAK
- 1115 - 1215 MCFARLAND
- 1215 - 1230 Q AND A
- 1230 - 1430 LUNCH

SESSION VI 1430 - 1545 SEDGWICK

- 1545 - 1600 Q AND A
- 1600 - 1615 BREAK
- 1615 - 1715 Q AND A
- 1715 - 1730 STROH, MEL'NIKOV

(DAILY WORKING HOURS - 8 HOURS, 30 MINUTES WITH TWO AND  
A HALF HOURS FOR LUNCH AND BREAKS.)

2. MEL'NIKOV ALSO WOULD LIKE TO HAVE AN INDICATION OF  
A/DAS STROH'S DESIRES REGARDING SEPARATE MEETINGS EITHER

BETWEEN A SELECTED GROUP OF BEWT SEMINAR PARTICIPANTS  
AND MFT RANKING OFFICIALS OR BETWEEN ENTIRE ROSTER OF  
U.S. SEMINAR DELEGATION AND MFT OFFICERS AFTER SEMINAR  
IS OVER ON EITHER THURSDAY OR FRIDAY, JUNE 1 OR JUNE 2.  
ALTHOUGH MEL'NIKOV HINTED THAT MANZHULO MIGHT BE WILLING  
TO MEET FORMALLY WITH A/DAS STROH, HE SEEMED MORE IN-  
CLINED TO ARRANGE GROUP MEETING AT ZINOV'YEV LEVEL. IN  
OUR OPINION, HOWEVER, A STRONG SHOW OF INTEREST BY A/DAS  
STROH IN HAVING FORMAL MEETING AT MANZHULO LEVEL WOULD  
PROBABLY PRODUCE RESULTS.

3. PLEASE ADVISE.

4. ON ANOTHER SUBJECT, EMASSY PROPOSES A BREAKFAST  
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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 CIAE-00 INR-10 LAB-04 NSAE-00  
PA-02 SIL-01 ICA-20 /058 W  
-----040694 191334Z /47

P 191319Z MAY 78  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 1917  
AMCONSUL LENINGRAD

UNCLAS SECTION 02 OF 02 MOSCOW 11152

MEETING (COFFEE AND ROLLS) IN USCO ON THURSDAY MORNING,  
JUNE 1, BETWEEN ALL SEMINAR PARTICIPANTS AND U.S.  
BUSINESS COMMUNITY IN MOSCOW FOR AN INFORMAL TWO-SIDED  
DISCUSSION OF COMMERCIAL PROBLEMS AND PROSPECTS. WE  
WOULD BE GRATEFUL FOR USDOC/BEWT'S COMMENTS ON THIS  
IDEA, AS WELL. MATLOCK

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## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 may 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** ONLY  
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**Review Event:**  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**TAGS:** BEXP, BTRA, OTRA, UR  
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**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/fa3f8c9a-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014